

For Farm Seekers

LAND HERE! STEPS TO ACQUIRING A FARM OR FARMLAND



1. Gather information

Learn about land acquisition options that might be right for you

- Evaluate if a farm lease is for you
- Assess if purchasing a farm is for you
- Explore conventional & non-traditional approaches
- Learn about different kinds of landowners & landlords

2. Prepare yourself

Use your newly gained knowledge to do your own planning

- Evaluate your situation
- Set clear farm acquisition goals
- Take a personal financial inventory

3. Find farm prospects

Search for & evaluate properties

- Search strategies & techniques
- Evaluate properties, especially how they fit with your business plan
- Work with friends, communities, organizations & other farmers

4. Negotiate with landowners & landlords

Develop successful agreements

- Communicate for success
- Learn negotiation hints & strategies
- Understand lease, purchase and sales, & other transfer agreements
- Use a team of advisors



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